



# Financial Services Guide PART ONE

*This is Part 1 of the FSG and should be read in conjunction with Part 2, the Adviser Profile.*

**AFSL** | 494274  
**Postal** | PO Box 224, Warners Bay NSW 2282  
**Email** | [compliance@crowwealthgroup.com.au](mailto:compliance@crowwealthgroup.com.au)  
**Website** | [www.crowwealthgroup.com.au](http://www.crowwealthgroup.com.au)  
**Phone** | 1300 722 174

## Not Independent

Crown Wealth Group (Crown) and your adviser may receive commission based on your premium for the duration of time you hold an insurance policy, fees based on the volume of assets under advice and gifts and other non-monetary benefits. For these reasons, we are unable to refer to ourselves as 'independent', 'impartial' or 'unbiased'.

## Purpose of this Document

The purpose of this Financial Services Guide (FSG) is to help you understand and decide if you wish to use the financial services we offer. This FSG provides you with important information on how to engage with one of our Financial Advisers who is your advice provider.

This FSG should be read in conjunction with the Adviser Profile (Part 2) and covers the following:

- Information about who we are
- The Adviser Profile
- Financial Services and Products we offer
- Documents you may receive
- Special Instructions
- Disclosure of Information
- Adviser Remuneration
- Licensee Remuneration
- Referrals and Conflicts
- Other forms of remuneration or benefits
- Professional Indemnity
- What to do if you have a complaint

Please take the time to review this document before engaging our services.

Throughout this FSG, Crown is referred to as "we", "us", "our" or any variations. The term "Adviser" refers to Crown's authorised representatives.

## Who We Are

We are a financial planning advisory firm and hold an AFSL (No: 494274). Our contact details are as follows:

Postal: PO Box 224, WARNERS BAY NSW 2282

Telephone: 1300 722 174

Email: [compliance@crowwealthgroup.com.au](mailto:compliance@crowwealthgroup.com.au)

Website: [www.crownwealthgroup.com.au](http://www.crownwealthgroup.com.au)

## The Adviser Profile

Prior to providing any personalised financial advice products and/or services, our Advisers are required to provide you with a copy of this FSG along with their Adviser Profile, which is Part 2 of this FSG.

If you have not received an Adviser Profile, please ask your Adviser for a copy or contact us.

The Licensee and the Authorised Representatives listed in this FSG act on your behalf when we provide financial services to you.

## Financial Services and Products We Offer

Crown is licensed to provide financial product advice on the following services:

- Wealth creation
- Life insurance
- Superannuation and retirement planning
- Debt reduction
- Cash flow management
- Aged care
- Estate planning
- Tax (financial) advice
- Centrelink planning
- Salary packaging

We can advise on the following products:

- Basic deposit products
- Debentures, stocks and bonds
- Life insurance (personal and business)
- Managed investments
- Investor Directed Portfolio Services (IDPS)
- Retirement Savings Accounts (RSA)
- Securities
- Standard margin lending
- Superannuation (all)

## Documents you may receive

If you decide to obtain personal financial advice, your Adviser will need to determine your needs, objectives and relevant financial circumstances.

At the initial advice appointment, your Adviser will typically gather the relevant information by using a client data collection form. You will be asked to provide accurate information about your personal and financial situation and keep your Adviser informed of any changes to your relevant circumstances. Your Adviser will also need to verify your identity.

When your Adviser provides personal financial advice to you, you may receive one or more of the following documents:

- Statement of Advice (SoA)
- Record of Advice (RoA)
- Product Disclosure Statement (PDS)
- Fee Disclosure Statement (FDS)

## Statement of Advice (SoA)

The SoA will set out the advice that has been tailored to your specific circumstances and provide you with details of all relevant disclosures, including details of any remuneration payable.

### **Record of Advice (RoA)**

Where you receive ongoing or further advice, a RoA may be provided. You may request a record of the further advice that is provided to you, if you haven't already been provided with it. You can also contact us, using the details at the start of this FSG, within 7 years from when the advice is provided to request this record.

### **Product Disclosure Statement (PDS)**

A PDS will be provided if a product recommendation is made and includes detailed information on the financial product including features, benefits, conditions, costs and cooling off rights (if applicable).

### **Fee Disclosure Statement (FDS)**

A FDS will be issued to you in instances where you enter into an Ongoing Fee Arrangement with your Adviser for a period greater than 12 months. The FDS provides information about the fees that you will be charged in the upcoming 12-month period, services which you are entitled to receive in that period, as well as similar information about the previous 12 months. The FDS will be provided to you annually.

## **Special Instructions**

If you have any special instructions that you would like to provide us, you can do so by phone or in writing.

## **Disclosure of information**

Throughout the advice process, your personal information may be disclosed to other services providers. These may include:

- Financial product providers
- Financial planning software providers
- Administration and paraplanning service providers
- IT service providers

Crown may engage third party service providers to assist in the provision of products or services.

Some services may require disclosure of personal information to service providers outside Australia. The purpose of such disclosure is to facilitate the provision of financial services including the preparation of financial advice documents for Crown Advisers.

All reasonable steps will be taken to ensure that offshore service providers comply with the Privacy Act 1988.

Please discuss your concern (if any) with your Adviser at your first meeting.

## **Adviser Remuneration**

Your Adviser may be remunerated through either:

- Flat dollar fee; or
- Hourly rate fee; or

- Percentage fee; or
- Commission on insurance payments from product providers where applicable; or
- A combination of any of the above.

Refer to FSG Part 2, the Adviser profile, for further information on remuneration. Your fees will be detailed in the SOA provided to you.

Your consent regarding fees and benefits to be paid to your Adviser will be obtained prior to the financial service being provided.

## **Licensee remuneration**

Crown receives a flat fee or percentage of the revenue of the Adviser's remuneration for the provision of services required under its Australian Financial Services Licence.

As a Crown Adviser we have access to Adviser services including compliance tools, procedures, manuals and training, legal, technical, operational assistance, product comparison and placement support and group purchasing arrangements.

## **Referrals and Conflicts**

Your adviser may refer you to other parties where you are interested in receiving their services, or where your adviser considers that their advice or other services may be useful to you (third party providers). Crown may receive a referral fee where you decide to receive services from third party providers. Details of referral fees will be disclosed in the SOA.

## **Other forms of remuneration or benefits**

Crown and/or its Advisers may receive non-monetary benefits where:

- The amount is less than \$300 and identical or similar benefits are not given on a frequent basis;
- The benefit has a genuine education or training purpose (including attendance of conferences) and is relevant to providing financial product advice; and/or
- The benefit consists of the provision of information technology software or support and is related to the provision of financial product advice in relation to the financial products issued or sold by the benefit provider.

Payments or benefits received are disclosed in your Adviser's register. A copy of the register is available upon request.

## Professional Indemnity

We have arrangements in place to maintain adequate professional indemnity insurance as required by s912B of the Act.

Professional indemnity insurance indemnifies the licensee and its advisers (both past and present) in the event that a client suffers a loss that is directly attributable to a breach of legislative obligations on the licensee's or adviser's behalf.

## What to do if you have a complaint

If you have a complaint about any financial service provided to you by your Adviser, you should take the following steps:

1. Contact the **Compliance team** to discuss your complaint.  
Email: [compliance@crowwealthgroup.com.au](mailto:compliance@crowwealthgroup.com.au)
2. We will acknowledge receipt of a complaint within 24 hours (or one business day), however, where this is not possible, acknowledgement will be made as soon as practicable.

3. We will then investigate the complaint and respond to you within 30 calendar days. Some complex matters may require an extension to thoroughly investigate the complaint and bring it to resolution. We will communicate with you of the progress of your complaint.
4. If you are not fully satisfied with our response, you have the right to lodge a complaint with the Australian Financial Complaints Authority (AFCA). AFCA provides fair and independent financial services complaint resolution that is free to consumers.

The contact details for AFCA are:

Phone: 1800 931 678 (free call)  
Online: [www.afca.org.au](http://www.afca.org.au)  
Email: [info@afca.org.au](mailto:info@afca.org.au)  
Post: GPO Box 3,  
MELBOURNE VIC 3001

## CONTACT US

Crown Wealth Group  
PO Box 224, WARNERS BAY NSW 2282  
T: 1300 722 174  
E: [compliance@crowwealthgroup.com.au](mailto:compliance@crowwealthgroup.com.au)  
W: [www.crowwealthgroup.com.au](http://www.crowwealthgroup.com.au)

The Australian Securities and Investments Commission (ASIC) has a free of charge Infoline on 1300 300 630, which you may use to obtain information about your rights and to make a complaint.



**WISE ADVICE**

Financial Services Pty Ltd

**Financial Services Guide  
PART TWO**

**THE ADVISER PROFILE**

*This is Part 2 of the FSG, the Adviser Profile and should be read in conjunction with Part 1.*



## Introduction

This profile is part of the Financial Services Guide and is only complete when FSG Part 1 is attached.

This Adviser Profile contains important information about your Adviser. The Adviser Profile sets out our personal details, the services and products we can provide. It outlines our qualification; the areas of advice we can provide and describes how we are remunerated for our services. It is designed to assist you whether to use any of our services.

### Business Profile

Wise Advice Financial Services Pty Ltd is a Corporate Authorised Representative (No. 250279) and Tax (Financial) Adviser of Crown Wealth Group Pty Ltd (AFSL 494274)  
ABN 39099092501  
Telephone Number: 02 9524 4224  
Address: Suite 1, 11-15 Captain Cook Drive, Caringbah NSW 2229  
Email address: [info@wiseadvice.com.au](mailto:info@wiseadvice.com.au)

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### Adviser Profile 1

Craig Sinclair is an Authorised Representative (No. 250453) and Tax (Financial) Adviser of Crown Wealth Group Pty Ltd (AFSL 494274) and is sub-authorised by Wise Advice Financial Services Pty Ltd Authorised Representative (ASIC No. 250279)

Email address: [craigsinclair@wiseadvice.com.au](mailto:craigsinclair@wiseadvice.com.au)

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### Education and Qualifications

- Advanced Diploma of Financial Planning
- Diploma of Financial Services (Financial Planning)
- Taxation Planning Course
- Margin Lending & Geared Investments Accreditation
- FASEA Exam

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### Experience:

Craig has over 30 years financial planning experience. Starting his career in the life insurance industry with National Mutual and AXA Financial Planning.

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### Memberships

- Tax Practitioner Board
- Association of Financial Advisers to June 30 2021
- Association of Independent Financial Advisers ( AOIFP)

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### Advice your adviser can provide:

Craig can provide you with advice on the following:

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**Strategies**

Guidance on budgeting and goal setting  
 Savings and wealth creation strategies  
 Investment planning  
 Superannuation planning  
 Pre-retirement planning  
 Retirement planning  
 Estate planning considerations  
 Centrelink planning  
 Risk and insurance analysis  
 Business succession planning  
 Aged Care

**Products**

Cash management trusts  
 Retirement income streams  
 Direct fixed interest  
 Retail & wholesale managed investment schemes  
 Socially responsible investments  
 Master trust products  
 Superannuation products  
 Personal and group insurance  
 Business succession insurance  
 Direct shares  
 Standard margin lending  
 SMSF

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**Adviser Profile 2**

Ian Spedding is an Authorised Representative (No. 305243) and Tax (Financial) Adviser of Crown Wealth Group Pty Ltd (AFSL 494274) and is sub-authorised by Wise Advice Financial Services Pty Ltd Authorised Representative (ASIC No. 250279)

Email address: [ianspedding@wiseadvice.com.au](mailto:ianspedding@wiseadvice.com.au)

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**Education and Qualifications**

- Certified Financial Planner (CFP)
- Diploma of Financial Planning
- Policy Statement 146 Assessment
- ASX Listed Products Accreditation Course
- Self-Managed Superannuation Funds Course

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**Experience:**

Ian has been providing exceptional financial advice for over 25 years to individuals and businesses as a Certified Financial Planner. He maintains the highest standards of professional excellence and advice to his many clients and specialises in superannuation, retirement planning, wealth creation and self-managed superannuation funds.

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**Memberships**

- Tax Practitioner Board
- Financial Planning Association **to June 30 2021**
- Association of Independent Financial Advisers (AOIFP)

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**Advice your adviser can provide:**

Ian can provide you with advice on the following:

**Strategies**

Guidance on budgeting and goal setting  
 Savings and wealth creation strategies  
 Investment planning  
 Superannuation planning  
 Pre-retirement planning  
 Retirement planning  
 Estate planning considerations  
 Centrelink planning  
 Risk and insurance analysis  
 Business succession planning  
 Aged Care Accommodation

**Products**

Cash management trusts  
 Retirement income streams  
 Direct fixed interest  
 Retail & wholesale managed investment schemes  
 Socially responsible investments  
 Master trust products  
 Superannuation products  
 Personal and group insurance  
 Business succession insurance  
 Direct shares  
 Standard margin lending

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**Adviser Profile 3**

Andrew McNicol is an Authorised Representative (No. 430286) and Tax (Financial) Adviser of Crown Wealth Group Pty Ltd (AFSL 494274) and is sub-authorised by Wise Advice Financial Services Pty Ltd Authorised Representative (ASIC No. 250279)  
 Email address: [andrewmcnicol@wiseadvice.com.au](mailto:andrewmcnicol@wiseadvice.com.au)

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**Education and Qualifications**

- Bachelor of Laws
- Bachelor of Commerce and Administration
- Diploma of Financial Planning
- Policy Statement 146 Assessment
- ASX Accredited Listed Products Adviser Program
- Margin Lending and Geared Investments Accreditations
- Self-Managed Superannuation Funds Course

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**Experience:**

Andrew has been an adviser with Wise Advice Financial Services since 2001. He has over 35 years' experience in the financial services industry and has recently specialised in the area of superannuation.

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**Memberships**

- Tax Practitioner Board
- Association of Independently Owned Financial Professionals

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**Advice your adviser can provide:**

Andrew can provide you with advice on the following:

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**Strategies**

Guidance on budgeting and goal setting  
 Savings and wealth creation strategies  
 Investment planning  
 Superannuation planning  
 Pre-retirement planning  
 Retirement planning  
 Estate planning considerations  
 Centrelink planning  
 Risk and insurance analysis  
 Business succession planning  
 Salary packaging advice  
 Aged Care Accommodation

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**Products**

Cash management trusts  
 Retirement income streams  
 Direct fixed interest  
 Retail & wholesale managed investment schemes  
 Socially responsible investments  
 Master trust products  
 Superannuation products  
 Personal and group insurance  
 Business succession insurance  
 Direct shares  
 Standard Margin lending  
 SMSF



## How can you instruct us?

You may give us your instructions verbally or in writing, such as by facsimile, email or letter.

However, in some instances, we require your instructions to be in writing.

## How are we paid?

<b>Commission</b>	<p>Crown Wealth Group Pty Ltd, after deduction of licensing fees and other associated costs, will pay Wise Advice Financial Services Pty Ltd 100% of the gross revenue received. Crown receive a commission from the Insurance product provider with whom your business is placed. The amount varies depending upon the product, in the range of 0% - 70% of the premium (excluding taxes and statutory charges).</p> <p>Details of the commission will be outlined to you in your Statement of Advice.</p> <p><b>The commission is included in the premium quoted to you and therefore not an additional cost.</b></p> <p>Ongoing commissions may also be payable upon renewal of the policy and these will be disclosed to you within the Statement of Advice.</p>
<b>Adviser Fees</b>	<p>We will provide you with a Client engagement document setting out your agreed fees. We will charge for our advice which will include a Statement of Advice. This is generally in the range of a once off payment of \$1,000 - \$10,000 plus GST or an hourly rate of \$660.00 for a Statement of Advice which is dependent on the complexity, number of strategies and recommendations.</p>
<b>Ongoing Service Fees</b>	<p>We may also charge you for the implementation of the recommendations and for the ongoing servicing of your advice. The ongoing service fee can be paid directly by you or you can authorise us to deduct it from your selected product(s).</p> <p>The amount depends upon the type of product and is specific to your circumstances.</p> <p>These fees will be outlined in our Terms of Engagement (Service Agreement) and disclosed to you within the Statement of Advice and the advice will not proceed without your agreement.</p>

## Does your Financial Adviser have any associations or relationships?

Wise Advice Financial Services Pty Ltd (the Corporate Authorized Representative – CAR) is an Australian Private Company which is wholly owned by Craig Sinclair, and distributes funds to sub trusts under the CAR as follows:

- WiseAdvice Unit Trust No 1 & 2 – Craig Sinclair and Tina Sinclair – 50% each as shareholders.
- WiseAdvice Unit Trust No 3 – 50% to the Sinclair Family Trust, 45% to Spedding Family Trust and 5% to **Dioscora McNicol.**(Individual)

Craig Sinclair is a minority shareholder of Crown Wealth Group and may receive a portion of profit at the end of each financial year (or other agreed period).

## Who gets paid when you are referred to us or we refer you to others?

At present we do not have any referral arrangement in place to provide referrals to third parties in return for payment or other benefit. If this changes, we will make you aware of this prior to providing advice, or further advice, to you.

You may request more details about the way these people or entities are remunerated within a reasonable time after receiving this document and before any financial services are given to you. If remuneration or other benefits are calculable at the time personal advice is given, it will be disclosed at the time that personal advice is given, or as soon as practicable afterwards. If remuneration is not calculable at that time, a statement of how the remuneration is calculated will be given to you at the time the advice is given, or as soon as practicable afterwards.



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## CLIENT RECEIPT

My Adviser has provided me with the Crown Wealth Financial Services Guide (FSG)

Version 4.5 dated 1/7/2021 and explained its contents.

Full name  
(please print): \_\_\_\_\_

Signed: \_\_\_\_\_ Dated: \_\_\_\_\_

Full name

(please print): \_\_\_\_\_

Signed: \_\_\_\_\_ Dated: \_\_\_\_\_